

Message Text

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PAGE 01 MOSCOW 07626 131525Z
ACTION EUR-12

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R 131505Z APR 78
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INFO SECSTATE WASHDC 0406
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AMEMBASSY LONDON
USMISSION USNATO
AMEMBASSY PARIS

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USDOC FOR BEWT/TDAD

E.O.11652:N/A
TAGS: EEWT, EIND, ETLN, UK, UR
SUBJECT: SOVIET TALKS WITH U.S. AUTO FIRMS

REF: USDOC 7054

1. WE MUCH APPRECIATE REFTTEL, WHICH ARRIVED FIFTEEN
MINUTES BEFORE LUNCHEON MEETING WITH SUSHKOV, APRIL 13.

2. SUSHKOV TOLD E/C COUNSELOR THAT SOVIETS HAD RULED
OUT LEYLAND AS POSSIBLE PARTICIPANT IN PROJECT, ON GROUNDS
THAT LEYLAND SEEMED MORE IN NEED OF HELP THAN ABLE TO
GIVE IT. SOVIETS WERE MORE IMPRESSED BY FORD OF BRITAIN,
WHICH THEY BELIEVED HAD DOMINANT POSITION IN BRITISH
AUTOMOBILE INDUSTRY, WHEREAS FORD OF GERMANY, ACCORDING
TO SUSHKOV, WAS RATHER BACK IN THE PACK.

3. SUSHKOV COULD NOT BE DRAWN OUT AS TO HOW AMERICAN
PROSPECTS STOOD AGAINST THOSE OF POSSIBLE COMPETITORS.

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HE HAS NOT YET VISITED FRANCE, WHICH IS LIKELY TO BE A
COMPETITOR FOR ANY AUTOMOBILE PRODUCTION CONTRACT. COUNS-
ELOR AND COMATT USED OCCASION TO STRESS TO SUSHKOV,
MFT AMERICAN COUNTRIES DIRECTOR ZINOVYEV AND STATE
COMMITTEE ON SCIENCE AND TECHNOLOGY OFFICIAL AYKAZYAN THAT
RECENT UPWARD REEVALUATION OF YEN AND DM HAVE MADE AMERI-
CAN AUTOMOBILE EQUIPMENT INCREASINGLY COMPETITIVE ON WORLD

MARKETS. SUSHKOV ASKED RHETORICALLY WHO HAD THE BEST
AUTOMOBILE TECHNOLOGY IN THE WORLD, AND WHILE WE WAITED,
BREATHLESS, HE SAID IT WAS COUNTRY WHICH PRODUCES ELEVEN
MILLION CARS PER ANNUM. TOON

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: INDUSTRIAL DEVELOPMENT, AUTOMOTIVE INDUSTRY, NEGOTIATIONS, FOREIGN INVESTMENTS
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Copy: SINGLE
Draft Date: 13 apr 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
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Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
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From: MOSCOW
Handling Restrictions: n/a
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Original Handling Restrictions: n/a
Original Previous Classification: n/a
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